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HHS Pulse

"Keep America Healthy...Invest in a Small Business"

Volume 5 Issue 4

Message from the Director



Debbie Ridgely—OSDBU Director

This issue of the HHS PULSE features three (3) small business companies that are helping the Department pursue our mission in distinctly different ways. Healthcare Management Solutions, a woman-owned, 8(a) company signed its first federal contract to support the Centers for Medicare and Medicaid Services (CMS). ITSolutions is approximately two years into providing a broad range of IT technical support at the Food and Drug Administration (FDA). They are a Small Business success story. Finally, NatCom Marketing Communications, another successful 8(a) company, will be helping the OSDBU office improve the overall Small Business Program at HHS. During the Holiday Season, be thankful for our blessings, be generous to those in need and be prepared for new opportunities in 2006!

HMS Wins CMS Contract

Healthcare Management Solutions, LLC, a woman-owned and small disadvantaged firm signed its first federal contract with the Department of Health & Human Services, Centers for Medicare & Medicaid Services (CMS). The company is certified by the U.S. Small Business Administration as an 8(a) firm.

HMS principals Heimbach and Hodges established the firm in August of 2002. Each has specialized knowledge of the government and private health care sectors.

"It was clearly evident they did their homework and came to the table well prepared. This is the first of what I would expect many contracting opportunities for this company", said Roach. "HMS is an excellent example of what 8 (a) companies and small businesses need in order to obtain a government contract.

The HMS contract with CMS includes execution of on-site surveys and education for intermediate care facilities who serve people with mental retardation and related conditions (ICF/MRs). Visit them at www.hcmsllc.org.



At table: Stephanie Watkins, SBA Region II Administrator, Judy K. McCauley, Director of the SBA's WV District Office.

Standing: Leah Heimbach, Principal, HMS, LLC, Alice P. Roache, Small Business Specialist, HHS/CMS, and Patti Hodges, Principal, HMS, LLC.

"We are delighted to be involved in this noble project which aims to improve the care of those served by ICF/MRs. We are grateful for the wisdom and guidance provided by the SBA," said Heimbach. To learn more about SBA's 8(a) program visit www.sba.gov/8abd

Web Sites to Bookmark

Federal Business Opportunities
www.fedbizopps.gov

General Services Administration
www.gsa.gov

Office of Enterprise Development
<http://www.gsa.gov/Portal/gsa/ep/home.do?tabId=0>

Business Administration
www.sbaonline.sba.gov

Business Administration "PRO-Net"
http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

Government Blue Pages Online Directory
www.usbluepages.gov

Central Contractor Registration
www.ccr.gov

Parties Excluded from Federal Procurement & Non Procurement Programs
www.arnet.gov/epl/servlet/EPLReportMain/1

Women-Owned Businesses Links:

National Association of Women Business Owners
www.nawbo.org

Procurement Technical Assistance Centers
www.gmu.edu

Women's Business Center, Inc.
www.womensbusinesscenter.org

Women Impacting Public Policy
www.wipp.org



ITSolutions WINS \$111 Million FDA CONTRACT ITSolutions Cuts Government Costs

The \$111 million dollar U.S. Food & Drug Administration (FDA) contract has definitely had a business growth impact on ITSolutions. The company has grown from 60 employees to 150 employees. "The contract allowed us to grow the company quickly. It allowed the company to get strong verticals (project management services) in the company. It has given us experience in all areas and strong qualifications we can point to," said Dietz. The contract has also helped ITSolutions secure another government contract with the Federal Communications Commission (FCC).

After a non-stop 16-month effort, the Gaithersburg, MD-based firm won the competitive IT contract against six other bidders. Dietz says as a small business, ITSolutions faced big challenges trying to win such a large client. The firm began to prepare for the bid by strategically hiring an accomplished and experienced professional from a large organization. Dietz says ITSolutions had to "dig into our pockets" to make sure it gave the FDA exactly what it wanted.

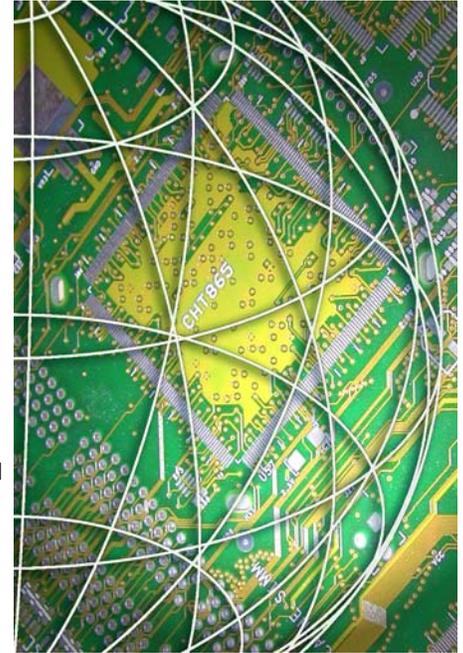
The hard work paid off. "ITSolutions was able to win the support of the FDA because we already had a history with the FDA," said ITSolutions partner and Chief Financial Officer Mike Dietz. ITSolutions had been a partner with Booz Allen on an FDA project, which gave ITSolutions a good understanding of the organization. "We have an infrastructure that mimics that of a large company. We have senior level employees that have worked at big companies and are now with us," said Dietz. Furthermore, he says, ITSolutions uses the Del-Tec accounting system, which is favored by some government agencies.

ITSolutions was selected to improve the FDA's Internet network security system and monitor the agency's IT network. ITSolutions is helping the FDA manage and staff its critical call center and the agency's IT department, provide IT technical support for FDA employees and provide network engineering and architecture services.

ITSolutions says it provides real value for the FDA. "The FDA wanted everything under one umbrella. They consolidated their 10 existing contracts under ITSolutions. The FDA gained optimization by implementation of a shared services organization. They gained efficiency," said Dietz.

ITSolutions co-partners Stefan Lalos and Dietz credit their employees for making the business successful. "We attracted and retained key managers for the firm. The people who work here are the most important aspect," Dietz said.

Finally, ITSolutions' Dietz encourages small businesses to compete for big business. He says it is important to maintain a strategy, make goals and objectives obtainable, over-deliver and "wow" the client, and get the best people for the project. In the end, he says, it will help win future projects.



8(a) Firm Performs HHS Climate Assessment

The U.S. Department of Health & Human Services (HHS) has awarded a contract to Miami, Florida-based NatCom Marketing Communications (NatCom) to review the HHS Office of Small and Disadvantaged Business Utilization (OSDBU) small business programs and policies for a climate assessment.

NatCom is a communications firm with 23 years experience in providing services to the public and private sector. It's a certified Small Business Administration (SBA) 8(a) company. With a branch office in Washington, D.C., NatCom has performed similar assessments for the U.S. Environmental Protection Agency (EPA) and the U.S. Department of Housing and Urban Development (HUD). HHS officials were impressed with NatCom because as a result of the recent HUD study, the department's contracts and purchase orders with small businesses rose from 23% to 67%.

The purpose of the climate assessment is to find out how HHS can meet and increase the number of awards that go to small businesses, historically underutilized businesses (HUBs), women, disabled veteran, and 8(a) businesses. NatCom will evaluate barriers to small business contracting and find positive opportunities in the HHS OSDBU program.

"It is widely accepted that small business is the backbone of the U.S. Economy and federal efforts to increase small business participation in the federal procurement process can go far to strengthen our economy," said Clarence Randall, Senior Advisor to the HHS OSDBU Director.



HHS OSDBU officials are thrilled to have the department's first climate assessment. "I am very excited about NatCom coming in to do an objective assessment of our program and to identify methods or areas of improvement that we can utilize to help strengthen the HHS small business program," said HHS/NIH Small Business Specialist Annette Owens-Scarboro.

Randall added, "the importance of this work is to have an objective assessment by the contractor that will allow us to measure in the most practical manner that which is working and those areas potentially ripe for improvement."

In November 2005, NatCom specialists began interviewing HHS contract officers, program officers, small business specialists, and companies for its climate assessment. And of the HHS 10 divisions, NatCom will conduct pilot reviews at the National Institutes of Health (NIH), Centers for Medicare and Medicaid Services (CMS), Centers for Disease Control (CDC), and the (Program Services Center (PSC).

NatCom's pilot program is scheduled for completion next spring and after review of that report OSDBU expects to begin an implementation and educational outreach of those findings with the HHS Operating Divisions.



Events Calendar

February 2-4, 2006
2006 Minority Serving Institutions Research Partnership Conference
The University of Texas-Pan American - Edinburg, Texas
<http://citec.panam.edu/msirc>

February 22-23, 2006
6th Annual Economic Empowerment & National Women's Leadership Conference 2006
Washington, D.C.
www.mbpn.org

March 29-31, 2006
6th Annual National Multicultural Bus. Conf. & Awards Ceremony
Las Vegas, NV
www.diversitybusiness.com

March 26-28, 2006
Success Strategies for Business Women
Miami, FL
www.officedepotsuccess.com

March 28, 2006
Alliance South (Opportunities for Small Businesses)
Georgia Convention Center
Atlanta, GA
www.allianceforbiz.com

Office of Small & Disadvantaged Business Utilization

HHH Building
200 Independence Ave., SW
Washington, DC 20201
Phone: (202) 690-7300

www.hhs.gov/osdbu

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Contracting Opportunities

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
3254	Synthesis of Selected Chemical Carcinogens, Derivatives of Polynuclear Aromatic	C	2		Yes	Joe Bowe, 301-435-3810, jb166i@nih.gov
5182	Enterprise Data Center – Multiple Award IDIQ, provides application hosting and Medicare claims processing services	E Min. is \$25k per cont., max. is \$1.9 bil.	2		Yes	Andy Mummert, 410-786-0403
5416	HIV Outpatient Study	D	2		Yes	Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
5416	Minority HIV/AIDS Initiative	C	2	SB		Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
5417	Multidisciplinary Investigations of Nutrition and Cancer	C	2		Yes	Joe Bowe, 301-435-3810, jb166i@nih.gov
5417	Support Services for Occupational Epidemiology	D	2		Yes	Joe Bowe, 301-435-3810, jb166i@nih.gov
235610	Bldg. 5C Roofing Project	A	2	X		Vicky Culp, 870-543-7459, vculp@nctr.fda.gov
235610	Bldg. 5D Roofing Project	A	2	X		Vicky Culp, 870-543-7459, vculp@nctr.fda.gov
339111	Hemoglobin DCA Analyzer Reagent Kits	A	2	SB/SA		P. Duncan 928-871-1336 priscilla.duncan@ihs.gov
424920	To purchase culturally & linguistically app. prenatal depression health ed. Brochures & rel. materials	A	2		Yes	Grey Jones 301-443-5116
481490	National Vaccine Dist. Program	E	2		Yes	Curtis Bryant, 770-488-2806, cbryant1@cdc.gov
485991	Emg. Ground Ambulance Services	B	2	SB/SA		P. Duncan 928-871-1336 priscilla.duncan@ihs.gov
485999	Non-Emergent Ground Ambulance (ESRD)	A	2	SB/SA		P. Duncan 928-871-1336 priscilla.duncan@ihs.gov
541511	Maintenance Support for Connect Direct Software	C	2		JO-FOC	Gordon Mundy, 410-786-4094, or Peggy Hetrick, 410-786-3011
541519	World-wide Web Document Conversion – CFSAN	C	2	TBD	TBD	John Peters, 301-827-7169, John.Peters@fda.hhs.gov
541614	To provide logistics support for expert work-groups, focus groups, & necessary consultant svcs. to: 1) address emerging issues in the system of services for CSHCN & 2) establish the next steps in achieving the President's New Freedom Initiative	A	2	SDVO SB		Grey Jones 301-443-5116
541710	Clinical Research Products Management Center	C	2		Yes	A. Hughes, 301-451-3694, anhughes@mail.nih.gov
541710	HIV Vaccine Design & Development Teams	C	2		Yes	Jill Johnson, 301-451-6396, jmjohnson@mail.nih.gov
541710	Development of new methods & strategies for diagnosis and treatment of invasive infections in patients with cancer	C	2		Yes	Joe Bowe, 301-435-3810, jb166i@nih.gov
541710	Research Fellowship Program	E	2		Yes	E. Osinski, 301-827-7043 elizabeth.osinski@fda.hhs.gov
541710	Proteomics Biomarker Identification	E	2		Yes	Velvelt Torain, 919-541-0400, torain@niehs.nih.gov
541810	National Multi-Media & Education Campaign Grassroots Outreach	E	2		Yes	Mark Smolenski 410-786-0175
561210	Collection, Storage, Adv. & Dist. of Biological Response Modifiers	B	2		Yes	Joe Bowe, 301-435-3810, jb166i@nih.gov
561612	Security Guard Services	B	2	SB/SA		D. Begay 928/871-1310 duwayne.begay@ihs.gov
561720	Janitorial Services	C	2	8(a)		James Patterson, 919-541-7821, patters1@niehs.nih.gov
561730	Grounds Maintenance	C	2	SB		James Patterson, 919-541-7821, patters1@niehs.nih.gov
562111	Refuse Collection	A	2	HZ		D. Begay 928/871-1310 duwayne.begay@ihs.gov
562112	Infectious Waste Collection	A	2	SB/SA		D. Begay 928/871-1310 duwayne.begay@ihs.gov
621999	Private Provider Network	D	2		Yes	Linda Danley 301-443-1715 ldanley@psc.gov
TBD	Erickson/Evercare Dem./Evaluation (unbundled for small business)	A	2	SB/ XRAD		Brigid Goody 410-786-6640
TBD	Erickson/Evercare Dem./Evaluation (unbundled-full & open portion)	A	2		Yes	Brigid Goody 410-786-6640
TBD	Medicare Market Basket & Price Index Studies	A	2	TBD		Steve Heffler 410-786-1211
TBD	Ntl. Health Accounts Data Purchases	A	1	TBD		Aaron Catlin 410-786-3138

Visit this web site for instructions on how to best utilize these contracting opportunities:
<http://www.hhs.gov/osdbu/publications/forecast.html>